

Table D
2002 Utah Market Share Report
INDIVIDUAL A & H TYPE POLICIES
(Non-Cancellable, Guaranteed Renewable, Non-Renewable,
Other Accident Only, All Other Policies)

Rank	Company Name	Percent of Market	Direct Premiums Earned
1	IHC Health Plans Inc. DBA HealthChoice	28.31%	\$59,432,809
2	Regence BCBS of UT	22.01%	\$46,214,503
3	American Family Life Asr Co Columbus	6.47%	\$13,580,067
4	United American Ins Co	3.78%	\$7,929,276
5	Mutual Of Omaha Ins Co	3.20%	\$6,726,796
6	Equitable Life & Cas Ins Co	2.56%	\$5,375,893
7	Sterling Life Ins Co	1.92%	\$4,031,577
8	Bankers Life & Cas Co	1.91%	\$4,008,920
9	Colonial Life & Accident Ins Co	1.82%	\$3,825,011
10	Altius Health Plans Inc	1.80%	\$3,768,138
11	Northwestern Mut Life Ins Co	1.73%	\$3,623,732
12	Conseco Health Ins Co	1.54%	\$3,227,421
13	Bankers Fidelity Life Ins Co	1.54%	\$3,224,342
14	General Electric Capital Assur Co	1.50%	\$3,154,737
15	State Farm Mut Auto Ins Co	1.29%	\$2,712,442
16	Physicians Mut Ins Co	1.07%	\$2,244,028
17	Standard Life & Accident Ins Co	1.02%	\$2,138,031
18	Massachusetts Mut Life Ins Co	0.88%	\$1,844,068
19	Provident Life & Accident Ins Co	0.80%	\$1,686,992
20	IDS Life Ins Co	0.77%	\$1,610,483
TOTAL FOR TOP 20 RANKED INSURERS		85.92%	\$180,359,266
TOTAL FOR ALL 274 INSURERS WRITING THIS LINE		100.00%	\$209,923,692